

Message Text

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53

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CIAE-00 INR-07 NSAE-00 /027 W
----- 057207

R 021358Z SEP 75

FM AMEMBASSY WARSAW

TO AMEMBASSY BUDAPEST

AMEMBASSY BUCHAREST

AMEMBASSY PRAGUE

AMEMBASSY SOFIA

AMEMBASSY BERLIN

INFO SECSTATE WASHDC 7050

USDOC WASHDC

UNCLAS WARSAW 5733

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: INTEREST IN LICENSING AND/OR COOPERATION AGREEMENTS BY
U.S. FIRM

1. MR THOMAS A. MICALI, PRESIDENT OF TRAIMOBILE, A
DIVISION OF PULLMAN INCORPORATED, ACCOMPANIED BY HIS
STAFF, WILL VISIT POLAND, OCTOBER 5-8 1975, TO DISCUSS
POSSIBILITIES OF SALES, LICENSING AND INDUSTRIAL
COOPERATION AGREEMENTS IN THE FIELD OF SEMI-TRUCK
TRAILERS (FOR HAULING REFRIGERATED, FROZEN, AND DRY
GOODS) AND CONTAINERS FOR VARIOUS USES.

2. IN ADDITION TO MEETINGS WITH APPROPRIATE FTO'S
AND MINISTRIES, THE GROUP WILL HOLD A TECHNICAL SALES
SEMINAR AT THE USTDC IN WARSAW ON OCTOBER 6.

3. TRAILMOBILE IS INTERESTED IN EXPLORING VARIOUS
MARKETING POSSIBILITIES, INCLUDING LICENSING AND
INDUSTRIAL COOPERATION, IN OTHER EASTERN EUROPEAN
COUNTRIES. FOLLOWING THEIR VISIT TO WARSAW, MICALI
AND STAFF PLAN TO VISIT PRAGUE, BUDAPEST, BUCHAREST,
SOFIA, AND EAST BERLIN.

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4. ACTION REQUESTED: DETERMINE BUSINESS POTENTIAL

FOR TRAILMOBIL WITH SUGGESTIONS AS TO INDIVIDUALS AND
ORGANIZATIONS MAICALI AND STAFF SHOULD VISIT.
DAVIS

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